

The Villages[®]
DAILY SUN

Published Daily
Lady Lake, Florida
State of Florida
County Of Lake

Before the undersigned authority personally appeared Jean Ross Harlan, who on oath says that she is Legal Ad Coordinator of the DAILY SUN, a daily newspaper published at Lady Lake in Lake County, Florida with circulation in Lake, Sumter and Marion Counties; that the attached copy of advertisement, being a Legal Ad # 265751 in the matter of October 27, 2010

in the _____ court, was published in said newspaper in the issues of _____

Affiant further says that the said Daily Sun is a newspaper published at Lady Lake in said Lake County, Florida, and that the said newspaper has heretofore been continuously published in said Lake County, Florida each week and has been entered as second class mail matter at the post office in Lake Lake, in said Lake County, Florida, for a period of one year next preceding the first publication of the attached copy of advertisements; and affiant further says that he has neither paid nor promised any person, firm, or corporation any discount, rebate, commission or refund for the purpose of securing this advertisement for publication in the said newspaper.

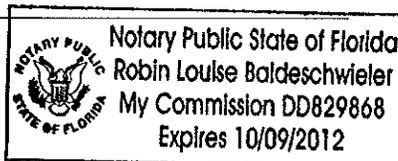
Jean Ross Harlan
(Signature Of Affiant)

Sworn to and subscribed before me this 5 day of November, 2010 .

Robin Louise Baldeschwieler
Robin Louise Baldeschwieler, Notary

Personally Known X or _____
Production Identification _____
Type of Identification Produced _____

Attach Notice Here



REQUEST FOR PROPOSALS

Notice is hereby given that the Board of County Commissioners of Sumter County, Florida, will be receiving proposals for the following:

"SUMTER COUNTY ON CALL BROKER SERVICES - DISPOSAL OF SURPLUS PROPERTIES"

This Request for Proposals is being distributed in order to ensure Sumter County's compliance with Section 125.35, Florida Statutes, and Section 2-183, Sumter County Code.

Detailed proposals are available upon request by calling (352) 689-4435, or by coming to the Sumter County Board of County Commissioners Office, Financial Services Department, 7375 Powell Road, Wildwood, Florida, 34785 or by contacting Demand Star at 1-800-711-1712 or www.DemandStar.com.

All inquiries and questions regarding this RFP must be made only to the contact identified below and shall be made in writing by fax, e-mail, or mail:

Amanda Taylor, Procurement Coordinator
Mailing Address: 7375 Powell Road
Wildwood, FL 34785
E-mail: Amanda.Taylor@sumtercountyfl.gov
Fax: (352) 689-4401

The deadline for submission of questions relating to the RFP shall be November 22, 2010 at 5:00 PM. Proposals must be received by the County no later than 10:00am, November 30, 2010. Proposals will be opened at 10:05am on November 30, 2010 in Room 208 at The Villages Sumter County Service Center, 7375 Powell Road, Wildwood, FL 34785. Late submittals will be rejected and returned unopened to the Proposer. Proposals must be firmly sealed in packaging that is clearly marked on the outside: "Board of Sumter County Commissioners On Call Broker Services - Disposal of Surplus Properties RFP 174-0-2010/AT". Sealed Proposals must be mailed or delivered to Mrs. Amanda Taylor at the above listed address.

Upon submission, all Proposals become the property of the County, who has the right to use any or all ideas presented in any Proposal submitted in response to this RFP, whether or not the Proposal is accepted. Proposals will be opened immediately following the due date and time.

BOARD OF COUNTY COMMISSIONERS
SUMTER COUNTY, FLORIDA
#265751, October 27, 2010

RFP 174-0-2010/AT "On Call Broker Services Proposal of Surplus Properties" bids were opened on 11-30-2010 at 10:05am in County Administration office located at 7375 Powell Road, Wildwood, FL 34785.

Bradley Arnold and Amanda Taylor were present representing county staff. Derrill McAteer, County Attorney was present and is a member of the Selection Committee.

Amanda stated the Selection Committee would conduct an internal review of the proposals and meet on 12-6-2010 at 3pm in Room 1052, located at The Villages Sumter County Service Center. The Selection Committee's recommendation would be taken to the Board of Sumter County Commissioners for final approval on 12-14-2010. Bradley stated that meeting would be held in Bushnell.

Three (3) bids were received on time and opened in no particular order as follows:

1. The Triage Company, located in DeBary, FL; all copies were included; there were seven (7) exceptions and deviations to specifications listed; hourly fee of \$100.00 per hour; Real Estate Commission in the amount of 2% of the gross contract purchase price paid by Board at closing on the purchase and sale of all property, subject to other items listed out in detail; special terms were listed upon cancellation of the agreement.
2. Oxford Land Company, located in Oxford, FL; all copies were included; there was one (1) exception and deviation to specifications listed; the success fee for human and technical resources shall be 7% for a direct sale by Oxford Land Company. If the sale has a buyer's broker, the gross fee is 7% and a fee split is 3.5% with the buyer's broker, 3.5% to Oxford Land Company. The proposal is an exclusive listing agreement through 12 months from signed listing agreement with an additional 120-day extension period to consummate any offer or serious interest into a sale. Broker is entitled to receive 50% of all deposits the seller retains as liquidated damages for a buyers default in a transaction. No other special terms were listed.
3. Exit Vision Realty, located in Wildwood, FL; all copies were included; there were no exceptions or deviations to specifications listed; insurance certificates were included; the success fee list price of \$200,000 and greater 6% total commission – 3% seller agent and 3% buyer agent; list price less than \$200,000 8% total commission – 4% seller agent and 4% buyer agent; BPO, Marketing, Site Plans are included in above commissions; out of scope additional consultant services (\$150/hour) to include expert testimony and opinions of non-listed properties.

The meeting adjourned at 10:18am.

RFP 174-0-2010/AT On Call Broker Services Selection Meeting was held on 12-6-2010 at 3:00pm in Room 1052 at The Villages Sumter County Service Center, 7375 Powell Road, Wildwood, FL 34785.

Selection Committee members were present as follows: Bradley Arnold, Sandee Howell and Derrill McAteer. Amanda Taylor was present to represent staff.

Amanda stated the Selection Committee's recommendation would be taken to the Sumter County Board of County Commissioners on 12-14/2010.

There was minor discussion regarding the bidding firms.

Score sheets were completed and scores are as follows:

| Selection Committee Member | Exit Vision Realty | The Triage Company | Oxford Land Company |
|----------------------------|--------------------|--------------------|---------------------|
| Sandee Howell | 4.9 | 2.0 | 4.5 |
| Derrill McAteer | 4.19 | 0.4 | 4.0 |
| Bradley Arnold | 3.7 | 2.0 | 4.2 |
| TOTALS | 12.79 | 4.40 | 12.70 |

The Selection Committee agreed on the recommendation being listed to Exit Vision Realty to the Sumter County Board of County Commissioners on 12-14-2010.

Bradley stated the recommendation to the Board would be to award and enter into contract. Derrill is going to verify if any other documentation is need from Exit Vision Realty and notify Amanda.

The meeting adjourned at 3:10pm.

Sumter County Board of County Commissioners
ON CALL BROKER SERVICES – DISPOSAL OF SURPLUS PROPERTIES

**PART 2
EVALUATION AND AWARD**

PROPOSALS EVALUATION

This Request for Proposals includes following all the procedures in this document and sending the sealed Proposals information to the Sumter County BOCC by the due date and time. Once Proposals are received, the Selection Committee members will independently review each submittal and score each Proposal based on the evaluation criteria. All Proposals received in accordance with this Request for Proposals will be evaluated using the following criteria.

| | Score | X | Weight | = | Rating |
|---|----------|---|------------|---|-------------|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | <u>5</u> | | <u>.10</u> | | <u>0.50</u> |
| 2. Completeness of Proposals | <u>4</u> | | <u>.10</u> | | <u>0.40</u> |
| 3. Contractor's/Team Members approach in conducting the broker services | <u>5</u> | | <u>.40</u> | | <u>2.00</u> |
| 4. Cost | <u>5</u> | | <u>.40</u> | | <u>2.00</u> |
| SCORE: | | | | | <u>4.9</u> |
| 0 = Non-Responsive | | | | | |
| 1 = Poor | | | | | |
| 2 = Fair | | | | | |
| 3 = Average (Included only minimum of what was asked for on subject criteria) | | | | | |
| 4 = Good | | | | | |
| 5 = Excellent | | | | | |

11/30/10

W/ INSURANCE NOTE

GOOD PROPERTIES WELL BIX LESS THAN \$200,000

Do not attempt to contact any Selection Committee Member, staff member or person other than Mrs. Amanda Taylor for questions relating to this project. Anyone attempting to lobby Sumter County BOCC representatives may be disqualified. The Selection Committee Members shall be: Bradley Arnold, County Administrator, Sandra Howell, Assistant County Administrator, and Derrill McAteer, County Attorney.

Recommendation of award will be provided on Demand Star once award is made at www.demandstar.com. The award will be based on the Proposal that is most advantageous to Sumter County. All Selection Committee recommendations are subject to Board approval.

The Selection Committee will meet to evaluate Proposals on Monday, December 6, 2010 at 3:00 pm at The Villages Sumter County Service Center located at 7375 Powell Road, Wildwood, Florida 34785, Room 1052.

PROPOSALS AWARD

Submitters and vendors registered through www.demandstar.com will have access to award documents via the website. All others wishing to receive an official tabulation of the results of the opening of this Proposal are to submit a self-addressed, stamped business size (No. 10) envelope. Proposal results may also be requested by telephone, fax or electronic media.

Sumter County Board of County Commissioners
ON CALL BROKER SERVICES – DISPOSAL OF SURPLUS PROPERTIES

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| | Score | X | Weight | = | Rating |
|---|-------|---|--------|---|--------|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | 5 | | .10 | | 0.50 |
| 2. Completeness of Proposals | 4 | | .10 | | 0.40 |
| 3. Contractor's/Team Members approach in conducting the broker services | 5 | | .40 | | 2.00 |
| 4. Cost | 4 | | .40 | | 1.60 |
| SCORE: | | | | | 4.5 |
| 0 = Non-Responsive | | | | | |
| 1 = Poor | | | | | |
| 2 = Fair | | | | | |
| 3 = Average (Included only minimum of what was asked for on subject criteria) | | | | | |
| 4 = Good | | | | | |
| 5 = Excellent | | | | | |

UC/INS EXCEPTED

CODE PROPERTIES WILL BE LESS THAN \$200,000

x)30/10/

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Sumter County Board of County Commissioners
ON CALL BROKER SERVICES – DISPOSAL OF SURPLUS PROPERTIES

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| | Score | X | Weight | = | Rating |
|---|----------|---|--------|---|----------------|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | <u>0</u> | | .10 | | 0.0 |
| 2. Completeness of Proposals | <u>0</u> | | .10 | | 0.0 |
| 3. Contractor's/Team Members approach in conducting the broker services | <u>3</u> | | .40 | | <u>1.2</u> |
| 4. Cost | <u>2</u> | | .40 | | <u>0.8</u> |
| SCORE: | | | | | <u>2.0</u> |
| 0 = Non-Responsive | | | | | |
| 1 = Poor | | | | | |
| 2 = Fair | | | | | |
| 3 = Average (Included only minimum of what was asked for on subject criteria) | | | | | |
| 4 = Good | | | | | |
| 5 = Excellent | | | | | |

Handwritten notes:
 CONTRACT INSURANCE LIMITATIONS
 NO APPROACH
 COMMISSION IS LOW
 BUT UNDETERMINED HOURS UNDER HOURLY RATE
 11/30

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Eric
Stowell

PART 2 EVALUATION AND AWARD

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| | Score | X | Weight | = | Rating |
|---|------------|---|------------|---|--------------------------------|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | <u>5</u> | | <u>.10</u> | | <u>.50</u> |
| 2. Completeness of Proposals | <u>4.9</u> | | <u>.10</u> | | <u>.49</u> |
| 3. Contractor's/Team Members approach in conducting the broker services | <u>4</u> | | <u>.40</u> | | <u>1.60</u> .80 |
| 4. Cost | <u>4</u> | | <u>.40</u> | | <u>1.60</u> .80 |
| SCORE: | | | | | <u>4.19</u> 2.59 |
| 0 = Non-Responsive | | | | | |
| 1 = Poor | | | | | |
| 2 = Fair | | | | | |
| 3 = Average (Included only minimum of what was asked for on subject criteria) | | | | | |
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Addendum not noted

6% \$200K > split
8% \$200K split
Out of scope \$150

Oxford
S. Howell

PART 2 EVALUATION AND AWARD

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| | Score | X | Weight | = | Rating |
|---|------------|---|------------|---|-------------|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | <u>5</u> | | <u>.10</u> | | <u>.50</u> |
| 2. Completeness of Proposals | <u>5</u> | | <u>.10</u> | | <u>.50</u> |
| 3. Contractor's/Team Members approach in conducting the broker services | <u>3</u> | | <u>.40</u> | | <u>1.20</u> |
| 4. Cost | <u>4.5</u> | | <u>.40</u> | | <u>1.80</u> |
| SCORE: | | | | | <u>4.00</u> |
| 0 = Non-Responsive | | | | | |
| 1 = Poor | | | | | |
| 2 = Fair | | | | | |
| 3 = Average (Included only minimum of what was asked for on subject criteria) | | | | | |
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The Triece Co
S. Howell

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| | Score | X | Weight | = | Rating | |
|---|----------|---|------------|---|------------|--|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | <u>0</u> | | <u>.10</u> | | <u>0</u> | |
| 2. Completeness of Proposals | <u>0</u> | | <u>.10</u> | | <u>0</u> | Exceptions + Deviations Page |
| 3. Contractor's/Team Members approach in conducting the broker services | <u>0</u> | | <u>.40</u> | | <u>0</u> | |
| 4. Cost | <u>1</u> | | <u>.40</u> | | <u>.40</u> | |
| SCORE: | | | | | <u>.40</u> | \$ 100 per hour 2% gross contract price |
| 0 = Non-Responsive | | | | | | <u>12 month</u> |
| 1 = Poor | | | | | | |
| 2 = Fair | | | | | | |
| 3 = Average (Included only minimum of what was asked for on subject criteria) | | | | | | |
| 4 = Good | | | | | | |
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Oxford
D. McAteer

Sumter County Board of County Commissioners
ON CALL BROKER SERVICES – DISPOSAL OF SURPLUS PROPERTIES

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| | Score | X | Weight | = | Rating |
|---|----------|---|------------|---|------------|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | <u>5</u> | | <u>.10</u> | | <u>.5</u> |
| 2. Completeness of Proposals | <u>5</u> | | <u>.10</u> | | <u>.5</u> |
| 3. Contractor's/Team Members approach in conducting the broker services | <u>4</u> | | <u>.40</u> | | <u>1.6</u> |
| 4. Cost | <u>4</u> | | <u>.40</u> | | <u>1.6</u> |

SCORE:

0 = Non-Responsive

1 = Poor

2 = Fair

3 = Average (Included only minimum of what was asked for on subject criteria)

4 = Good

5 = Excellent

4.2

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Exit
D. McAteer

Sumter County Board of County Commissioners
ON CALL BROKER SERVICES – DISPOSAL OF SURPLUS PROPERTIES

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| | Score | X | Weight | = | Rating |
|---|----------|---|------------|---|------------|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | <u>4</u> | | <u>.10</u> | | <u>.4</u> |
| 2. Completeness of Proposals | <u>5</u> | | <u>.10</u> | | <u>.5</u> |
| 3. Contractor's/Team Members approach in conducting the broker services | <u>4</u> | | <u>.40</u> | | <u>1.6</u> |
| 4. Cost | <u>3</u> | | <u>.40</u> | | <u>1.2</u> |

SCORE:

0 = Non-Responsive

1 = Poor

2 = Fair

3 = Average (Included only minimum of what was asked for on subject criteria)

4 = Good

5 = Excellent

3.7

Do not attempt to contact any Selection Committee Member, staff member or person other than Mrs. Amanda Taylor for questions relating to this project. Anyone attempting to lobby Sumter County BOCC representatives may be disqualified. The Selection Committee Members shall be: Bradley Arnold, County Administrator, Sandra Howell, Assistant County Administrator, and Derrill McAteer, County Attorney.

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Trice
D. McAteer

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| | Score | X | Weight | = | Rating |
|---|----------|---|------------|---|------------|
| 1. Contractor's / Team Members Experience Broker Services in Sumter County, Florida | <u>2</u> | | <u>.10</u> | | <u>.1</u> |
| 2. Completeness of Proposals | <u>3</u> | | <u>.10</u> | | <u>.3</u> |
| 3. Contractor's/Team Members approach in conducting the broker services | <u>3</u> | | <u>.40</u> | | <u>1.2</u> |
| 4. Cost | <u>1</u> | | <u>.40</u> | | <u>.4</u> |

SCORE:

- 0 = Non-Responsive
- 1 = Poor
- 2 = Fair
- 3 = Average (Included only minimum of what was asked for on subject criteria)
- 4 = Good
- 5 = Excellent

2.0

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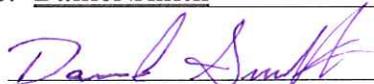
Recommendation of award will be provided on Demand Star once award is made at www.demandstar.com. The award will be based on the Proposal that is most advantageous to Sumter County. All Selection Committee recommendations are subject to Board approval.

The Selection Committee will meet to evaluate Proposals on Tuesday, December 6, 2010 at 3:00 pm at The Villages Sumter County Service Center located at 7375 Powell Road, Wildwood, Florida 34785, Room 1052.

PROPOSALS AWARD

Submitters and vendors registered through www.demandstar.com will have access to award documents via the website. All others wishing to receive an official tabulation of the results of the opening of this Proposal are to submit a self-addressed, stamped business size (No. 10) envelope. Proposal results may also be requested by telephone, fax or electronic media.

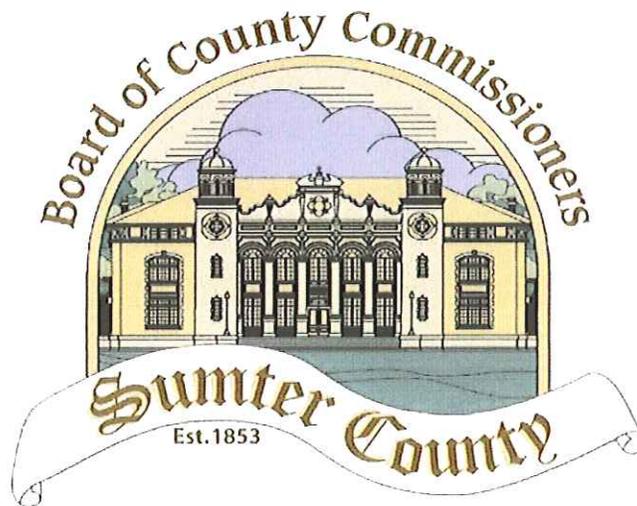
PROPOSALS COVER PAGE
RFP # 174-0-210/AT On Call Broker Services – Surplus Properties

| |
|---|
| Name of Firm, Entity or Organization: EXIT VISION REALTY |
| Federal Employer Identification Number (FEIN): 20-4539281 |
| State of Florida License Number (If Applicable): CQ1025972 |
| Name of Contact Person: DANNY SMITH |
| Title: Vice President/Broker Associate |
| E-Mail Address: DANNYSMITH@CCIM.NET |
| Mailing Address: 206 NORTH MAIN STREET |
| Street Address (if different): |
| City, State, Zip: WILDWOOD, FLORIDA 34785 |
| Telephone: 352-748-5656 Fax: 352-748-4642 |
| Organizational Structure – Please Check One: Corporation <input checked="" type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other <input type="checkbox"/> |
| If Corporation: Date of Incorporation: 1/27/2006 State of Incorporation: FLORIDA |
| States Registered in as Foreign Corporation: NONE |
| Authorized Signature: Print Name: <u>Daniel Smith</u> |
| Signature: <u></u> |
| Title: <u>Vice President</u> |
| Phone: <u>352-748-5656</u> |
| <i>This document must be completed and returned with your Submittal.</i> |

ORIGINAL

**Proposal for Broker Services
Disposal of Surplus Properties**
RFP # 174-0-210/AT On Call Broker Services – Surplus Properties

Prepared For:



Prepared By:



206 N. Main Street, Wildwood, Florida 34785
Ph. 352-748-5656

Website:
www.ExitVisionRealty.com
www.ccimLand.com

November 30, 2010

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A. Introduction

Exit Vision Realty appreciates the opportunity to submit this proposal for Broker Services for Disposal of Surplus Properties located in Sumter County, Florida.

Exit Vision Realty brings to the marketplace the value added services of knowledge, sales experience, networking contacts, market analysis and marketing energy to professionally expose the properties to a significant market of interested and qualified buyers.

We like to think that we bring a unique and effective mix of Commercial and Residential Real Estate Expertise with a Planning and Engineering background. This mix allows us to paint a picture of *"what could be"* to the sellers and to the prospective buyers. Our approach has proven successful throughout the life of Exit Vision Realty. We have allowed the parties involved to visualize an idea, develop it into a concept, and create a preliminary plan before ever leaving the real estate office. As you can imagine this method is very effective when selling large tracts of vacant land and smaller tracts of commercial property.

The idea of assisting our clients with their "vision" was instrumental in the naming of our company.

Exit Vision Realty!

B. Executive Summary

The Opportunity:

Marketing and Sale of (9) nine different Surplus Properties

Location:

Sumter County, Florida

Ownership:

Sumter County, Florida

C. Brokerage Profile



Danny Smith has been a Realtor® since 1997, specializing in 1031 Exchange Options, Cash Flow Replacement Properties, Commercial Real Estate, Site Selection, and Vacant Land. Danny has worked with various counties and cities on zoning and land use changes and has an excellent working knowledge of the process. Danny served on the Board of Directors for The Florida Association of REALTORS® and is a member of REALTORS® Land Institute. In 2008, Danny was awarded the **Florida Land Realtor of the Year**. He has also earned their designation, ALC* (Accredited Land Consultant). He has achieved the prestigious CCIM* (Certified Commercial Investment Member) designation, the highest level of certification that can be achieved in the field of commercial real estate investment management. Danny has been one of the areas Top Producers and has achieved a variety of awards for Leadership and Sales Volume.



Billie Faye Smith has enjoyed a successful real estate career and looks forward with great enthusiasm to: serving you as co-owner and broker of **Exit Vision Realty**. Her experience and dedication to her profession make Billie Faye highly capable of offering you the highest level of real estate services. Billie Faye has earned her GRI (Graduate Realtor Institute) and SRES (Senior Real Estate Specialist) designations. Her focus is Residential Real Estate in Sumter County. She is a Realtor® who will treat you as family.



David Smith has an extensive background in environmental planning and graphic design with a certification in Geographic Information Systems (GIS). His degrees include an AA in Art Education, an AS in Graphics Design and a BA in Fine Art. David is a licensed real estate agent and enjoys the challenge of applying his graphics and mapping expertise to allow his clients to visualize the realistic possibilities of their properties and projects. David's goal is to help his clients achieve success by mapping and modeling their dreams and marketing their properties in creative ways. David's background also allows him to help his clients with conceptual site plans and comprehensive plan amendments.

Danny, Billie Faye and David are members of the Realtors® Association of Lake and Sumter Counties and the Mid-Florida Multiple Listing service.

Exit Vision Realty was established in 2006 in Wildwood, Florida. Danny, Billie Faye, David and the rest of the staff with their comprehensive real estate knowledge, experience and relationships combine to form the "Vision" team which has proven time and time again that with "Vision" comes success.

Accreditations:



***Accredited Land Consultants (ALC)** are an elite group of land specialists who have attained an expert level of knowledge and experience. Recognized throughout North America as the pinnacle of achievement for land real estate specialists, the ALC designation is awarded to REALTORS® Land Institute's (RLI) members who meet rigorous knowledge and experience requirements. The requirements are; successful completion of a minimum of 6 land university courses, a minimum of 3 years experience in land sales, and land sales volume of at least \$10,000,000 within 5 years. Then successfully complete a comprehensive examination



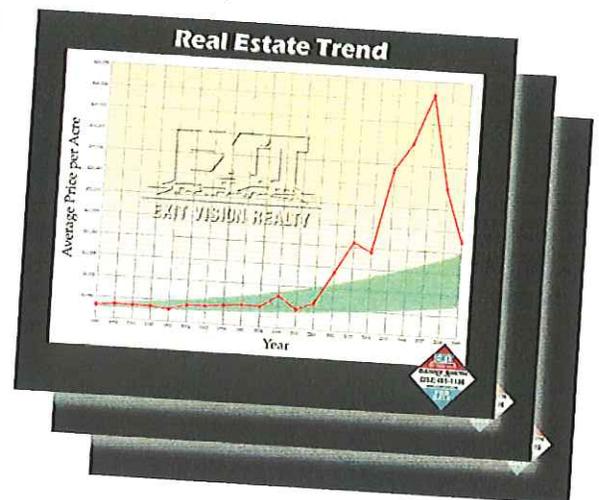
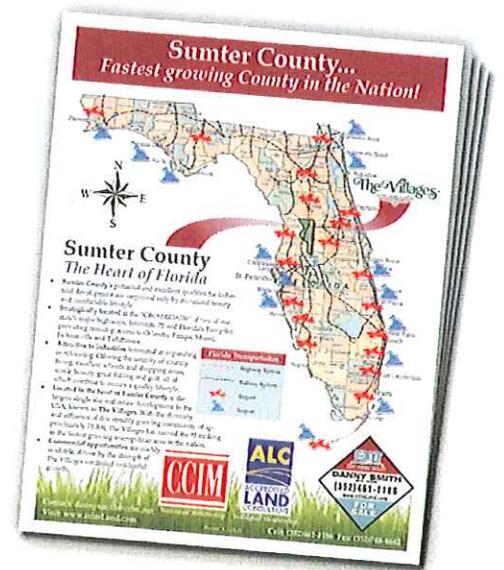
* **Certified Commercial Investment Member (CCIM)** is a recognized expert in the disciplines of commercial and investment real estate. A CCIM is an invaluable resource to the commercial real estate owner, investor, and user, and is among the elite top 6% of commercial Real Estate professionals across North America who hold the CCIM designation. Financial, Market, User Decision and Investment Analyses for commercial Real Estate represent the core knowledge and experience for the CCIM designation.

D. Marketing Approach

Our marketing approach is simple and focused... Be diligent and use our strengths to market and promote the properties to potential buyers... and promote our listings to those who are in constant contact with potential buyers (other realtors and brokers).

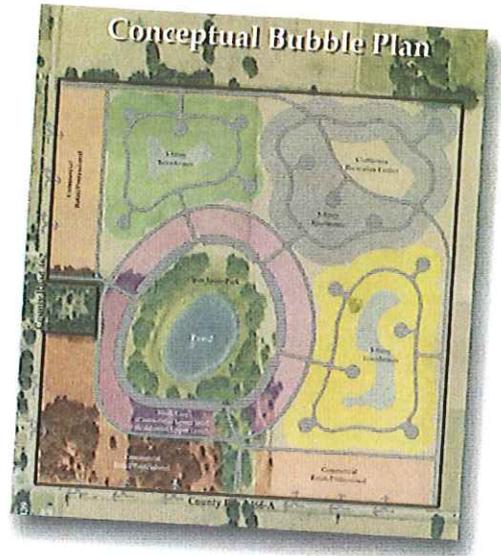
Marketing Strategy:

- Web-based Promotion
 - Loopnet (Premium Membership)
 - TotalCommercial
 - MLS
 - Realtor .com
 - Commercial Source.com
 - Google top placement service
 - Exit's and many personal sites
 - And many other free sites
- The "Vision" Marketing Flyer
 - This promotional flyer is created for us and by us. It is a multiple page booklet that details all of our commercial listings with a map showing each property in relation to each other. This is a very effect marketing tool that has often been imitated by other firms.
- Face to Face contact with other Real Estate Professionals. We strive to be known as the Brokers to do business with in Sumter County.
- Marketing Sessions are regularly attended and properties are promoted.
- Community and Affiliate Networking; we have been speakers and presenter across the Tri County area.
- Exit International, our Exit franchise has opened doors and has allowed us to broker deals.



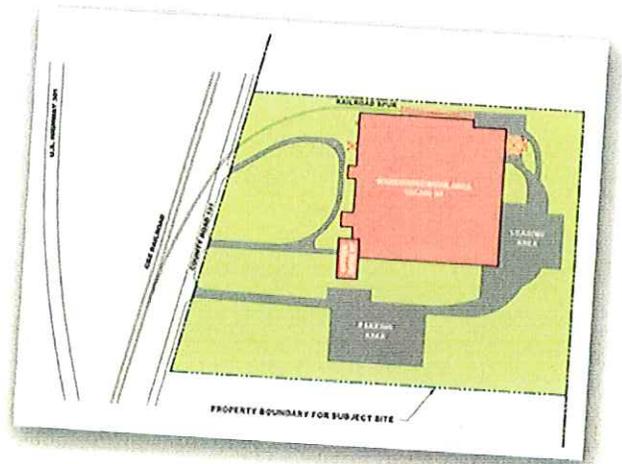
Graphic Design:

- Site Planning
 - Bubble Planning
 - Preliminary Planning
 - Master Planning
- Graphic Design
 - Eye Catching Presentations
 - PowerPoint Presentations
 - Professional Flyers and Marketing Material



Approach – Plan of Action:

- Advertise
 - Web-based Promotion, we put our main advertising dollar into internet related advertising. This method has the proven success.
 - The "Vision" Marketing Flyer and our Professional Marketing Materials.
- Market
 - Face to Face Networking.
 - The "Vision" Marketing Flyer is a great tool that is presented in these Face to Face meetings.
- Signage
 - Signature Diamond Exit Vision Realty Signs posted on all listed properties
- Network Groups
 - Certified Commercial Investment Member (CCIM)
 - Realtor Land Institute
 - Exit Realty International
 - Florida Realtors
 - National Associations of Realtors
 - Ocala Marion County Associations of Realtors
 - Realtors Association of Lake and Sumter Counties
 - e 5 solutions inc.



E. Success Fee

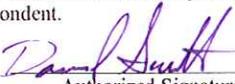
Our fee or compensation is related directly to our success of selling your properties, so we refer to it as our "Success Fee".

Success Fee:

- List Price of \$200,000 and greater: 6% total commission
 - 3% seller agent
 - 3% buyer agent
- List Price less than \$200,000: 8% total commission
 - 4% seller agent
 - 4% buyer agent
- BPO, Marketing, Site Plans are included in above commissions
- Out of Scope Additional Consultant Services (\$150/hour)
 - Expert testimony
 - Opinions of non-listed properties

F. Required Documents

PROPOSER'S CERTIFICATION

| | | | | |
|---|---------------------------|--|---------------------------|------------|
| Submit To: Sumter County Board of County Commissioners 7375 Powell Road Wildwood, Florida, 34785 Phone 352-689-4400 Fax 352-689-4401 | | SUMTER COUNTY BOARD OF COUNTY COMMISSIONERS REQUEST FOR PROPOSALS (RFP) CERTIFICATION AND ADDENDA ACKNOWLEDGMENT | | |
| DUE DATE: November 30, 2010 | DUE TIME: 10:00 am | RFP # 174-0-2010/AT | | |
| TITLE: RFP # 174-0-2010/AT ON CALL BROKER SERVICES – SURPLUS PROPERTIES | | | | |
| VENDOR NAME: EXIT VISION REALTY | | PHONE NUMBER: 352-748-5656 | | |
| VENDOR MAILING ADDRESS: 206 NORTH MAIN STREET | | FAX NUMBER: 3452-748-4642 | | |
| CITY/STATE/ZIP: WILDWOOD, FLORIDA 34785 | | E-MAIL ADDRESS: DANNYSMITH@CCIM.NET | | |
| <p>"I, the undersigned, certify that I have reviewed the addenda listed below (list all addenda received to date). I understand that timely commencement will be considered in award of this RFP and that cancellation of award will be considered if commencement time is not met, and that untimely commencement may be cause for termination of contract. I further certify that the services will meet or exceed the RFP requirements. I, the undersigned, declare that I have carefully examined the RFP, specifications, terms and conditions as applicable for this Request, and that I am thoroughly familiar with all provisions and the quality and type of coverage and services specified. I further declare that I have not divulged, discussed, or compared this RFP with any other Offeror and have not colluded with any Offerors or parties to an RFP whatsoever for any fraudulent purpose."</p> | | | | |
| _____ | _____ | _____ | _____ | _____ |
| Addendum # | Addendum # | Addendum # | Addendum # | Addendum # |
| <p>"I certify that this quote is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting an RFP for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this RFP and certify that I am authorized to sign this response and that the offer is in compliance with all requirements of the RFP, including but not limited to certification requirements. In conducting offers with an agency for Sumter County Board of County Commissioners (BOCC), respondent agrees that if this Proposals is accepted, the respondent will convey, sell, assign, or transfer to the Sumter County BOCC all rights, title and interest in and to all causes of action it may now or hereafter acquire under the anti-trust laws of the United States for price fixing relating to the particular commodities or services purchased or acquired by the COUNTY. At the Sumter County BOCC discretion, such assignment shall be made and become effective at the time the purchasing agency renders final payment to the respondent.</p> | | | | |
| Daniel Smith, Vice President _____ Authorized Agent Name, Title (Print) | |  _____ Authorized Signature | 11-29-10 _____ Date | |
| <p><i>This form must be completed and returned with your Submittal</i></p> | | | | |

**PROPOSALS FORM FOR
BOARD OF SUMTER COUNTY COMMISSIONERS**



Name of Firm Submitting Qualifications: EXIT VISION REALTY

Name of Person Submitting Qualifications: Daniel Smith

PROPOSER ACKNOWLEDGMENT

"The undersigned hereby declares that he/she has informed himself/herself fully in regard to all conditions to the work to be done, and that he/she has examined the RFP and Specifications for the work and comments hereto attached. The Vendor proposes and agrees, if this submission is accepted, to contract with the Board of Sumter County Commissioners, to furnish all necessary materials, equipment, labor and services necessary to complete the work covered by the RFP and Contract Documents for this Project. The Vendor agrees to accept in full compensation for each item the prices named in the schedules incorporated herein."

CONSULTANT'S FEE SCHEDULE MUST BE ATTACHED TO THIS PROPOSAL

See Section E (page 10)



Signature

11/29/2010
Date

[] Check if exception(s) or deviation(s) to Specifications. Attach separate sheet(s) detailing reason and type for the exception or deviation.

This document must be completed and returned with your Submittal

STATEMENT OF TERMS AND CONDITIONS

PUBLIC ENTITY CRIME: A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a Proposals/Bid on a contract to provide any goods or services to a public entity, for the construction or repair of a public building or public work, may not submit Proposals/Bids on leases of real property to a public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list.

INDEMNIFICATION: The Contractor agrees to indemnify and hold harmless Board of Sumter County Commissioners, and their elected officials, employees and volunteers from and against all claims, losses and expenses, including legal costs, arising out of or resulting from, the performance of this contract, provided that any such claims, damage, loss of expenses is attributed to bodily injury, sickness, disease, personal injury or death, or to injury to or destruction of tangible property including the loss or loss of use resulting therefrom and is caused in whole or in part by any negligent act or omission of the tenant.

PROHIBITION OF LOBBYING: During the black out period which is, the period between the time the submittals for Invitation to Bid or the Request for Proposals, or Qualifications, or information, as applicable, are received at Contracts / Purchasing and the time the Board awards the contract, no proposer, lobbyist, principal, or other person may lobby, on behalf of a competing party in a particular procurement matter, any member of the Board, or any Board employee other than the Budget & Purchasing Manager. Violation of this provision may result in disqualification of violating party. All questions regarding this Request for Proposals (RFP) or Invitation to Bid (BID) must be submitted in writing to the Board's Budget & Purchasing Manager.

ANTI TRUST LAWS: By submission of a signed RFP or BID, the successful Vendor acknowledges compliance with all antitrust laws of the United States and the State of Florida, in order to protect the public from restraint of trade, which illegally increases prices.

CONFLICT OF INTEREST: The award of the contract hereunder is subject to the provisions of Chapter 112 of the Florida Statutes. Vendors shall disclose the name of any Officer, Director, Partner, Associate, or Agent who is also an Officer, Appointee, or Employee of any of the Boards at the time of the RFP or BID, or at the time of occurrence of the Conflict of Interest thereafter.

INTERPRETATION, CLARIFICATIONS AND ADDENDA: No oral interpretations will be made to any vendor as to the meaning of the RFP/BID Contract Documents. Any inquiry or request for interpretation received by the Budget & Purchasing Manager before the date listed herein will be given consideration. All such changes or interpretations will be made in writing in the form of an addendum and, if issued, will be distributed at or after the Pre-Proposals/Pre-Bid Conference, mailed or sent by available or electronic means to all attending prospective Submitters prior to the established RFP/BID opening date. Each Vendor shall acknowledge receipt of such addenda in the space provided. In case any Proposer/Bidder fails to acknowledge receipt of such addenda or addendum, his offer will nevertheless be construed as though it had been received and acknowledged and the submission of his bid will constitute acknowledgment of the receipt of same. All addenda are a part of the RFP/BID FORMS and each Proposer/Bidder will be bound by such addenda, whether or not received by him. It is the responsibility of each proposer/bidder to verify that he has received all addenda issued before RFP's/BID's are opened. In the case of unit price items, the quantities of work to be done and materials to be furnished under this RFP/BID Contract are to be considered as approximate only and are to be used solely for the comparison of RFP's/BID's received. The Board and/or its CONSULTANT do not expressly or by implication represent that the actual quantities involved will correspond exactly therewith; nor shall the Vendor plead misunderstanding or deception because of such estimate or quantities of work performed or material furnished in accordance with the Specifications and/or Drawings and other Proposals/Bid Documents, and it is understood that the quantities may be increased or diminished as provided herein without in any way invalidating any of the unit or lump sum prices bid.

GOVERNING LAWS AND REGULATIONS: The vendor is required to be familiar with and shall be responsible for complying with all federal, state and local laws, ordinances, rules and regulations that in any manner affect the work.

PROPRIETARY/CONFIDENTIAL INFORMATION: Vendors are hereby notified that all information submitted as part of, or in support of RFP's/BID's, will be available for public inspection ten days after opening of the RFP's/BID's or until a short list is recommended whichever comes first, in compliance with Chapter 119, and 287 of the Florida Statutes. Any person wishing to view the RFP's/BID's must make an appointment by calling the Budget & Purchasing Manager at (352) 793-0200. All RFP's/BID's submitted in response to this solicitation become the property of the Board. No information submitted is proprietary, copy written, trademarked, or patented, the Board reserves the right to utilize any or all information, ideas, conceptions, or portions of any RFP/BID, in its best interest.

TAXES: The Board of Sumter County Commissioners is exempt from any taxes imposed by the State and/or Federal Government. Exemption certificates will be provided upon request.

NON-COLLUSION DECLARATION: By signing this RFP/BID, all Vendors shall affirm that they shall not collude, conspire, connive or agree, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham Proposals in connection with the work for which their RFP/BID has been submitted; or to refrain from Bidding in connection with such work; or have in any manner, directly or indirectly, sought by person to fix the price or prices in the RFP/BID or of any other Bidder, or to fix any overhead, profit, or cost elements of the RFP/BID price or the RFP/BID price of any other Bidder, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against any other Bidder, or any person interested in the proposed work.

PROPOSER RESPONSIBILITY: Invitation by the Boards to vendors is based on the recipient's specific request and application to DemandStar by Onvia at www.DemandStar.com [(800) 711-1712] or as the result of response by the public to the legal advertisements required by State law. Firms or individuals submit their responses on a voluntary basis, and therefore are not entitled to compensation of any kind.

OWNERSHIP OF SUBMITTALS: All responses, inquiries or correspondence relating to or in reference to this RFP/BID, and all other reports, charts, displays, schedules, exhibits and other documentation submitted by the vendors will become the property of the Board. Reference to literature submitted with a previous RFP/BID will not relieve the Bidder from including any required documents with this RFP/BID.

EXAMINATION OF BID DOCUMENTS: Each Bidder shall carefully examine the RFP/BID Document to ensure all pages have been received, all drawings and/or Specifications and other applicable documents are included, and shall inform himself thoroughly regarding any and all conditions and requirements that may in any manner affect cost, progress or performance of the work to be performed under the Contract. Ignorance on the part of the CONTRACTOR will in no way relieve him of the obligations and responsibilities assumed under the Contract.

VENDOR RESPONSIBILITY: Vendors are fully and completely responsible for the labeling, identification and delivery of their submittals. The Budget & Purchasing Manager will not be responsible for any mislabeled or misdirected submissions, nor those handled by delivery persons, couriers, or the US Postal Service.

DRUG FREE WORKPLACE: All Proposers/Bidders shall submit the enclosed, duly signed and notarized form entitled "Drug Free Workplace Certificate". The Drug Free Workplace Vendor shall have the burden of demonstrating that his program complies with Section 287.087 of the Florida Statutes, and any other applicable state law.

BOARD OF SUMTER COUNTY COMMISSIONERS, are political subdivisions of the State of Florida, and reserve the right to reject any and all submittals, reserve the right to waive any informalities or irregularities in the examination process, and reserve the right to award contracts and/or in the best interest of the Boards. Submittals not meeting stated minimum terms and qualifications may be rejected by the Boards as non-responsive. The Boards reserve the right to reject any or all submittals without cause. The Boards reserves the right to reject the submission of any Vendor in arrears or in default upon any debt or contract to the Boards, or who has failed to perform faithfully any previous contract with the Boards or with other governmental agencies.

PUBLIC RECORDS LAW: Correspondence, materials and documents received pursuant to this RFP/BID become public records subject to the provisions of Chapter 119, Florida Statutes.

VERIFICATION OF TIME: Next time is hereby established as the Official Time of the Boards.

PREPARATION OF PROPOSALS/BIDS:

Signature of the Bidder: The Bidder must sign the RFP/BID FORMS in the space provided for the signature. If the Proposer/Bidder is an individual, the words "doing business as _____" must appear beneath such signature. In the case of a partnership, the signature of at least one of the partners must follow the firm name and the words, "Member of the Firm" should be written beneath such signature. If the Proposer/Bidder is a corporation, the title of the officer signing the RFP/BID on behalf of the corporation must be stated and evidence of his authority to sign the RFP/BID must be submitted. The Proposer/Bidder shall state in the RFP/BID FORMS the name and address of each person interested therein.

Basis for Bidding: The price proposed for each item shall be on a lump sum or unit price basis according to specifications on the RFP/BID FORM. The proposed prices shall remain unchanged for the duration of the Contract and no claims for cost escalation during the progress of the work will be considered, unless otherwise provided herein.

Total Proposed Price/Total Contract Sum Proposed: If applicable, the total price bid for the work shall be the aggregate of the lump sum prices proposed and/or unit prices multiplied by the appropriate estimated quantities for the individual items and shall be stated in figures in the appropriate place on the RFP/BID FORM. In the event that there is a discrepancy on the RFP/BID FORM due to unit price extensions or additions, the corrected extensions and additions shall be used to determine the project bid amount.

TABULATION: Those wishing to receive an official tabulation of the results of the opening of this RFP/BID are to submit a self-addressed, stamped business size (No. 10) envelope, prominently marked on the front lower left side, with the RFP identification. Tabulation requested by telephone, fax or electronic media will not be accepted.

OBLIGATION OF WINNING BIDDER: The contents of the RFP/BID of the successful proposer/bidder will become contractual obligations if acquisition action ensues. Failure of the successful Proposer/Bidder to accept these obligations in a contract may result in cancellation of the award and such vendor may be removed from future participation.

AWARD OF BID: It is the Boards' intent to select a vendor within sixty (60) calendar days of the deadline for receipt of Proposals/Bids. However, Proposals/Bids must be firm and valid for award for at least ninety (90) calendar days after the deadline for receipt of the RFP/BID.

ADDITIONAL REQUIREMENTS: The firms shall furnish such additional information as the Boards may reasonably require. This includes information which indicates financial resources as well as ability to provide the services. The Boards reserve the right to make investigations of the qualifications of the firm as it deems appropriate.

PREPARATION COSTS: The Boards shall not be obligated or be liable for any costs incurred by Proposers/Bidders prior to issuance of a contract. All costs to prepare and submit a response to this RFP/BID shall be borne by the Proposer/Bidder.

TIMELINESS: All work will commence upon authorization from the Boards' representative (Budget & Purchasing Manager). All work will proceed in a timely manner without delays. The Contractor shall commence the work UPON RECEIPT OF NOTICE TO PROCEED and/or ORDER PLACED (PURCHASE ORDER PRESENTED), and shall deliver in accordance to the terms and conditions outlined and agreed upon herein.

DELIVERY: All prices shall be FOB Destination, Sumter County, Florida, inside delivery unless otherwise specified.

ADDITIONAL SERVICES/PURCHASES BY OTHER PUBLIC AGENCIES ("PIGGY-BACK"): The Vendor by submitting a Bid acknowledges that other Public Agencies may seek to "Piggy-Back" under the same terms and conditions, during the effective period of any resulting contract - services and/or purchases being offered in this Bid, for the same prices and/or terms proposed. Vendor has the option to agree or disagree to allow contract Piggy-Backs on a case-by-case basis. Before a Public Agency is allowed to Piggy-Back any contract, the Agency must first obtain the vendor's approval - without the vendor's approval, the seeking Agency cannot Piggy-Back.

PLANS, FORMS & SPECIFICATIONS: Bid Packages are available from the Budget & Purchasing Manager. These packages are available for pickup or by mail. If requested to mail, the Proposer/Bidder must supply a courier account number (UPS, FedEx, etc). Proposers/Bidders are required to use the official RFP/BID FORMS, and all attachments itemized herein, are to be submitted as a single document. Any variation from the minimum specifications must be clearly stated on the RFP/BID FORM and/or Exceptions/Deviations Sheets. Only one set of plans, forms, and specifications will be furnished each company or corporation interested in submitting a Proposals bid. RFP/BID FORM documents for this project are free of charge and are available on-line and are downloadable (vendor must pay any DemandStar fees or any shipping).

MANUFACTURER'S NAME AND APPROVED EQUIVALENTS: Any manufacturer's names, trade names, brand names, information and/or catalog numbers listed in a specification are for information and not intended to limit competition unless otherwise indicated. The Proposer/Bidder may offer any brand for which he is an authorized representative, which meets or exceeds the RFP/BID specification for any item(s). If RFP's/BID's are based on equivalent products, indicate on the RFP/BID FORM the manufacturer's product name and literature, and/or complete specifications. Reference to literature submitted with a previous RFP/BID will not satisfy this provision. The Proposer/Bidder shall explain in detail the reason(s) why the proposed equivalent will meet the specifications and not be considered an exception thereto. RFP's/BID's which do not comply with these requirements are subject to rejection. RFP's/BID's lacking any written indication of intent to quote an alternate brand will be received and considered in complete compliance with the specifications as listed on the RFP/BID FORM. The Budget & Purchasing Manager is to be notified, in writing, of any proposed changes in materials used, manufacturing process, or construction. However, changes shall not be binding upon the Boards unless evidenced by a Change Notice issued and signed by the Budget & Purchasing Manager, or designated representative.

QUANTITIES: The quantities as specified in this RFP/BID are estimates only and are not to be construed as guaranteed minimums.

SAMPLES: Samples of items, when called for, shall be furnished free of expense, and if not destroyed may, upon request, be returned at the Proposer's/Bidder's expense. Each sample shall be labeled with the Proposer's/Bidder's name, manufacturer brand name and number, RFP/BID number and item reference. Samples of successful Proposer's/Bidder's items may remain on file for the term of the contract. Request for return of samples shall be accompanied by instructions which include shipping authorization and must be received at time of opening. Samples not returned may be disposed of by the Boards within a reasonable time as deemed appropriate.

DOCUMENT RE-CREATION: Vendor may choose to re-create any document(s) required for this solicitation, but must do so at his own risk. All required information in the original Board format must be included in any re-created document. Submittals may be deemed non-responsive if required information is not included in any re-created document.

ACKNOWLEDGED:


(Signature and Date) 11-29-10

This document must be completed and returned with your Submittal

REFERENCE & SIMILAR PROJECTS EXPERIENCE FORM

| | | |
|--|-----------|--|
| Owner / Business Name: Oldcastle Precast, Inc. | | |
| Project Location / Address: 1410 Walker Rd. | | |
| City: Wildwood | State: FL | Zip Code: 34785 |
| Point of Contact: Douglas Bruhns | | Dates of Work: 1-1-2008 thru 4-17-2008 |
| Phone Number: 215-275-2780 | | Fax Number: |
| E-mail Address: doug.bruhns@oldcastleprecast.com | | |

Project Name: Oldcastle-Precast Wildwood Facility

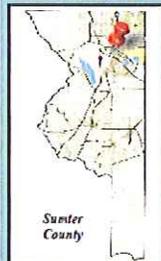
Brief Description of Project: We helped determine price and developing a plan to sell off the facility. We made recommendations to improve the appearance of property. Within a few months we had a valid offer and followed with a back up offer. The property closed in four months. We sold property for 98% of asking price. This Buyer was produced from face to face networking.



Large Industrial Facility in Great Location



Site Location



Sumter County

1410 Walker Road
Wildwood, Florida

Great industrial property in the Wildwood Industrial Park. Excellent location near the Interstate and Florida's Turnpike. Large lot with office and Huge 7,500 sf warehouse.



2006 Aerial Photograph



Sumter County Plat Map



Visit: www.exitvisionrealty.com Call: (352)748-5656 Fax: (352)748-4642

Executive Summary

- The Opportunity:** Great Industrial property in the Wildwood Industrial Park. Excellent Location near Interstate 75 and Florida's Turnpike. Huge 7,500 SF Warehouse with Office on Large Lot. Very Functional facility with 40' Eave height. The Site Work and Retention ponds are complete. Site is perimeter fenced. Gravel parking area is approximately 2 Acres. Great for heavy equipment, trailers and car parking. The site is located in the busy Wildwood Industrial Park, close to Major transportation and the enormous growth of The Villages.
- Location:**
- Size:** Property-4.6 Acres MOL, Warehouse-7,500SF, Office-1,012SF
- Zoning:** The site is currently zoned Industrial
- Access & Visibility:** The property is accessible from Walker Road, approximately 1/4 mile North of State Road 44. Only 1.4 miles to Florida's Turnpike and 3.3 Miles to I-75.
- Utilities:** The properties will be served sewer and water from the City of Wildwood.
- Ownership:** Oldcastle Precast, Inc.
- Success Fee:** Total commission = 6% (4% to selling side)
- Offering Price:** \$498,500
- Contact Information:** Darvy Smith, Exit Vision Realty
352-748-5656
352-461-1186 Cell
darvsmith@exitvisionrealty.com
www.exitvisionrealty.com



Visit: www.exitvisionrealty.com

Call: (352)748-5656 Fax: (352)748-4642

REFERENCE & SIMILAR PROJECTS EXPERIENCE FORM

| | | |
|---|----------------|--------------------------------------|
| Owner / Business Name: Mr and Mrs. Penrose Beaumont | | |
| Project Location / Address: 5048 C-466A: | | |
| City: Wildwood | State: Florida | Zip Code: 34785 |
| Point of Contact: Penrose Beaumont | | Dates of Work: 10-16-2006 to Present |
| Phone Number: 352-748-2486 | | Fax Number: |
| E-mail Address: | | |
| Project Name: Beaumont | | |

Brief Description of Project:

This 154 Acre Parcel just to the North of the BOCC Building on 466A. We currently have this property -under contract. We have created a Power Point, page flyers and full demographic reports on the area. We have produce conceptual plan and have worked side by side with attorneys, land planners and engineers to negotiate complicated contracts that come with large properties. The Buyer was produced by our ability to work with other Brokers.

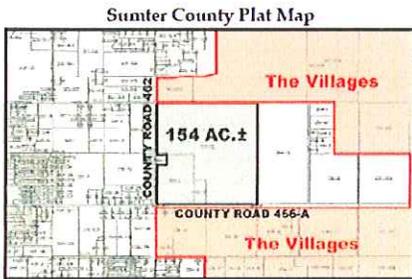
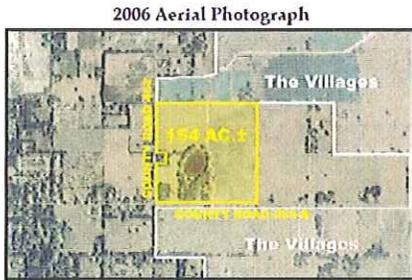
SALE PENDING
New Price \$18,900,000

154 ac. Mixed Use Site Adjoining The Villages



5048 County Road 466-A
Wildwood, Florida

Mixed Use Site with electrifying potential such as 15 du's ac, almost 1 mile of busy road frontage. Professional, retail and residential in a 1/2 mile by 1/2 mile square on a major intersection!



Visit: www.exitvisionrealty.com Call: (352)748-5656 Fax: (352)748-4642

Executive Summary

- The Opportunity:** Mixed Use Site with electrifying potential such as 15 residential units to the acre, almost 1 mile of road frontage, Professional and Commercial Office and Commercial Retail, all in a 1/2 mile by 1/2 mile square at a major intersection.
- Location:** The site is on the northeast quadrant of CR 462 and CR 466-A
- Neighborhood:** The neighborhood is mostly rural agricultural with land changing to commercial and significant growth coming from the Villages from the north (one of the fastest growing communities in the nation).
- Size:** 154 +/- acres, square shape with frontage on both roads and a potential lighted intersection
- Zoning:** The site is currently zoned GM (General Mixed Use)
- Planning:** The property has the characteristics of commercial mixed use for retail office, and mixed residential. The process of a land use amendment, rezoning and annexation into the City of Wildwood have been completed.
- Access & Visibility:** CR 466-A, CR 462 and CR 139 are slated to be 4-laned in the near future.
- Utilities:** The properties will be served sewer and water from the City of Wildwood.
- Legal and Parcel I.D.** Felos G04-006, G04-040, G04-051
- Ownership:** Beaumont/Steles
- Success Fee:** Total commission = 4% (2% to selling side)
- Offering Price:** \$18,900,000
- Contact Information:** Danny Smith, Exit Vision Realty
352-748-5656
352-461-1156 Cell
dansmith@exitvision.net
www.exitvisionrealty.com



Visit: www.exitvisionrealty.com Call: (352)748-5656 Fax: (352)748-4642

REFERENCE & SIMILAR PROJECTS EXPERIENCE FORM

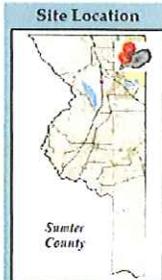
| | | |
|--|----------------|-------------------------------------|
| Owner / Business Name: Prime Development Corp Inc. | | |
| Project Location / Address: 1200 Lee Street | | |
| City: Wildwood | State: Florida | Zip Code: 34785 |
| Point of Contact: Brian Rucker | | Dates of Work: 8-21-2008 to Present |
| Phone Number: 405-359-9190 | | Fax Number: |
| E-mail Address: acct@primecompany.net | | |
| Project Name: JETTA Building or Wildwood Warehouse | | |

Brief Description of Project: Prime Development had leased the Wildwood Warehouse to Jetta. When Jetta went out of business. We were working to bring this property to the market. The first year we focused on clean up and repair. Pricing was keeping us from receiving any offers. When they finally got the price right we enter into a contract for a lease with an option to purchase. We are working with CSX Railroad to update the spur. New owner will be receiving his product by rail and should start January 1st, 2011. This Buyer was produced by the Internet.

Sale Pending

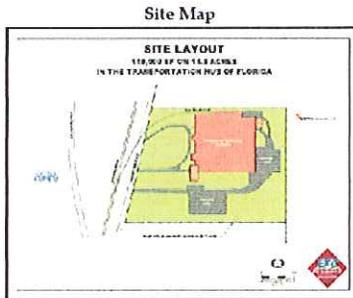
New Price \$3,800,000

140,000 SF Industrial Building on 14.5 Acres



1200 Lee Street
Wildwood, Florida

Excellent Industrial Facility with Rail. Easy access to major interstates in one of the fastest growing areas in central Florida.



Visit: www.crimLaud.com Call: (352)748-5656 Fax: (352)748-4642

Executive Summary

- FOR SALE or LEASE**
- The Opportunity:** Industrial—Manufacturing/ Warehouse with Showroom and Offices. Rail access with Dock High Covered Rail Loading area. 5 Doc High Roll Up Doors. 3 Drive In Doors. Paved Parking. Paved and Unpaved Outside Storage.
- Location:** The site is located in the "Transport Hub of Florida where I-75 and The Turnpike meet in Central Florida" just off US Hwy 301, on CR 131 (Lee St.) south of C-462 and west of The Villages.
- Size:** Warehouse/Work Area 135,000sf—Office Area 5,000sf. 14.55 +/- acres.
- Zoning:** The site is currently zoned Industrial.
- Access & Visibility:** 2.5 miles to the Florida Turnpike and 5 miles from I-75. Convenient to access and easy to find. The property is visible from US 301.
- Rail:** Rail Spur with covered loading area.
- Parcel I.D.** D32-039, in Sumter County.
- Ownership:** Prime Development Corp Inc.
- Offering Price:** Sale: \$3,800,000 / Lease: \$210,000 annually NNN
- Contact Information:** Danny Smith, Exit Vision Realty
352-748-5656
352-461-1186 Cell
dannysmith@exitvrm.net
www.crimLaud.com



All information believed to be true but not warranted.



Visit: www.exitvisionrealty.com
Call: (352)748-5656
Fax: (352)748-4642

Sumter County Board of County Commissioners
ON CALL BROKER SERVICES – DISPOSAL OF SURPLUS PROPERTIES

CONTRACTOR'S AFFIDAVIT

State of Florida
County of Sumter

Before me personally appeared Daniel W. Smith who is (title) Vice President
of (the company described herein) EXIT VISION being duly sworn, deposes and says that the foregoing
statements are a true and accurate statement of the position of said organization as of the date thereof, and, that the statements
and answers to the foregoing experience questionnaire are correct and true as of the date of this affidavit; and, that he/she
understands that intentional inclusion of false, deceptive, or fraudulent statements of this application constitutes fraud; and, agrees
to furnish any pertinent information requested by The Sumter County Board of County Commissioner deemed necessary to verify
the statements made in this application or regarding the ability, standing and general reputation of the applicant.

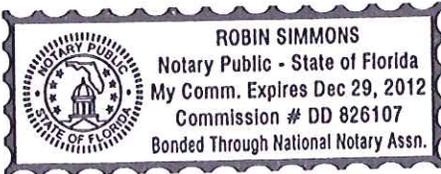
Personally Known or Produced Identification _____

Sworn to and subscribed before me this 29th day of November, 2009

Robin Simmons
NOTARY PUBLIC - STATE OF FLORIDA
(Signature of Notary Public)

Robin Simmons
(Print Name of Notary Public)

(seal)



This document must be completed and returned with your Submittal

Sumter County Board of County Commissioners
ON CALL BROKER SERVICES – DISPOSAL OF SURPLUS PROPERTIES

DRUG FREE WORKPLACE CERTIFICATE

I, the undersigned, in accordance with Florida Statute 287.087, hereby certify that,

EXIT VISION REALTY
(print or type name of firm)

- Publishes a written statement notifying that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace named above, and specifying actions that will be taken against violations of such prohibition.
- Informs employees about the dangers of drug abuse in the work place, the firm's policy of maintaining a drug free working environment, and available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug use violations.
- Gives each employee engaged in providing commodities or contractual services that are under Proposals or bid, a copy of the statement specified above.
- Notifies the employees that as a condition of working on the commodities or contractual services that are under Proposals or bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, please or guilty or nolo contendere to, any violation of Chapter 1893, or of any controlled substance law of the State of Florida or the United States, for a violation occurring in the work place, no later than five (5) days after such conviction, and requires employees to sign copies of such written (*) statement to acknowledge their receipt.
- Imposes a sanction on, or requires the satisfactory participation in, a drug abuse assistance or rehabilitation program, if such is available in the employee's community, by any employee who is so convicted.
- Makes a good faith effort to continue to maintain a drug free work place through the implementation of the drug free workplace program.
- "As a person authorized to sign this statement, I certify that the above named business, firm or corporation complies fully with the requirements set forth herein".

Daniel W. Smith
Authorized Signature

11-29-2010
Date Signed

State of: Florida

County of: Sumter

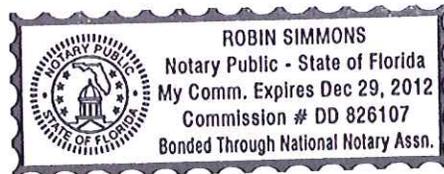
Sworn to and subscribed before me this 29th day of November, 2010

Personally known or Produced Identification _____
(Specify Type of Identification)

Robin Simmons
Signature of Notary

My Commission Expires _____

(seal)



***This document must be completed and returned with your Submittal
STATEMENT OF "NO PROPOSALS"***

The Camden Fire Insurance Association
 One Beacon Lane
 Canton, MA 02021
 (hereinafter referred to as the "Underwriter")



POLICY NUMBER: RPL-01666-10

DECLARATIONS

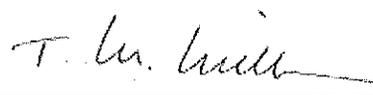
Real Estate Professionals Errors & Omissions Policy

THIS POLICY IS WRITTEN ON A CLAIMS MADE AND REPORTED BASIS. TO BE COVERED, A CLAIM OR SUIT MUST BE FIRST MADE OR BROUGHT AND REPORTED TO THE UNDERWRITER DURING THE POLICY PERIOD, OR SIXTY (60) DAYS THEREAFTER, OR DURING AN EXTENDED REPORTING PERIOD IF APPLICABLE. PLEASE READ THIS POLICY CAREFULLY.

| | |
|--|---|
| ITEM 1. Named Insured and Mailing Address: Smith & Smith Realty dba Exit Vision Realty 206 N Main St Wildwood, FL 34785 | ITEM 2. Policy Period: From: November 18, 2010 To: November 18, 2011 Both dates at 12:01 a.m. at the Named Insured's Address in Item 1. |
| ITEM 3. Limits of Liability: \$1,000,000 Each Claim \$1,000,000 Aggregate \$250,000 Fair Housing Discrimination | ITEM 4. Deductible: \$2,500 Each Claim N/A Aggregate |
| ITEM 5. Retroactive Date: November 18, 2008 | |
| ITEM 6. Premium: \$740 <input checked="" type="checkbox"/> Gross Premium: The Underwriter will pay a percentage of the premium shown above as brokerage commission. The Underwriter does not pay contingent or deferred commissions. Consult your broker for information concerning commission. <input type="checkbox"/> Net Premium: The premium shown above is net, and the Underwriter will pay no brokerage commission of any kind thereon. | |
| ITEM 7. Extended Reporting Period Options: | |
| \$740 12 Months | \$1,295 24 Months |
| \$1,480 36 Months | \$1,850 Unlimited |

The Policy form and endorsements attached at issuance are listed in NPE-10001-10-08, Policy Forms List.

These Declarations, the completed signed application, and the Policy (together with all endorsements thereto) constitute the entire agreement between the Underwriter and the Insured(s).

| | |
|---|---------------------------|
| The Camden Fire Insurance Association | |
| By:  | |
| Its Authorized Representative | November 17, 2010 Date |



CERTIFICATE OF LIABILITY INSURANCE

OP ID: TA

DATE (MM/DD/YYYY)

11/30/10

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| | | | | |
|--|--|--|--|------------------------|
| PRODUCER Most Ins Agency - Tampa Palms 16005 W Tampa Palms Blvd Tampa, FL 33647 Teresa Adkins | | 813-979-4854 813-655-0516 | CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL ADDRESS: PRODUCER CUSTOMER ID #: SMITH-2 | FAX (A/C, No): |
| INSURED Smith & Smith Realty Inc DBA Exit Vision Realty 206 N Main Street Wildwood, FL 34785 | | INSURER(S) AFFORDING COVERAGE INSURER A: Nationwide INSURER B: INSURER C: INSURER D: INSURER E: INSURER F: | | NAIC # 11111 |

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE | ADDL INSR | SUBR WVD | POLICY NUMBER | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS | | |
|----------|--|-------------------------------------|-------------------------------------|------------------|-------------------------|-------------------------|---|-----------------------|--------------|
| A | GENERAL LIABILITY | | | | | | EACH OCCURRENCE | \$ 1,000,000 | |
| | <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | 77BO 823983 3001 | 06/02/10 | 06/02/11 | DAMAGE TO RENTED PREMISES (Ea occurrence) | \$ 100,000 | |
| | <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR | | | | | | MED EXP (Any one person) | \$ | |
| | GEN'L AGGREGATE LIMIT APPLIES PER: | | | | | | | PERSONAL & ADV INJURY | \$ 1,000,000 |
| | <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC | | | | | | GENERAL AGGREGATE | \$ 2,000,000 | |
| | AUTOMOBILE LIABILITY | | | | | | PRODUCTS - COMP/OP AGG | \$ 1,000,000 | |
| | ANY AUTO | | | | | | COMBINED SINGLE LIMIT (Ea accident) | \$ | |
| | ALL OWNED AUTOS | | | | | | BODILY INJURY (Per person) | \$ | |
| | SCHEDULED AUTOS | | | | | | BODILY INJURY (Per accident) | \$ | |
| | HIRED AUTOS | | | | | | PROPERTY DAMAGE (Per accident) | \$ | |
| | NON-OWNED AUTOS | | | | | | | \$ | |
| | UMBRELLA LIAB | | | | | | | \$ | |
| | EXCESS LIAB | | | | | | EACH OCCURRENCE | \$ | |
| | DEDUCTIBLE | | | | | | AGGREGATE | \$ | |
| | RETENTION \$ | | | | | | | \$ | |
| | WORKERS COMPENSATION AND EMPLOYERS' LIABILITY | | | | | | WC STATU-TORY LIMITS | OTH-ER | |
| | ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) | | | | | | E.L. EACH ACCIDENT | \$ | |
| | If yes, describe under DESCRIPTION OF OPERATIONS below | | | N/A | | | E.L. DISEASE - EA EMPLOYEE | \$ | |
| | | | | | | | E.L. DISEASE - POLICY LIMIT | \$ | |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 CERTIFICATE HOLDER IS ALSO LISTED AS ADDITIONAL INSURED WITH REGARDS TO GENERAL LIABILITY PER ENDORSEMENT CG 2010. A WAIVER OF SUBROGATION IS INCLUDED ON THE GENERAL LIABILITY POLICY IN FAVOR OF THE CERTIFICATE HOLDER.

CERTIFICATE HOLDER**CANCELLATION**

| | |
|--|---|
| SUMTERC Sumter County Board of County Commissioners 7375 Powell Road Wildwood, FL 34785 | SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE  |
|--|---|

© 1988-2009 ACORD CORPORATION. All rights reserved.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.
ADDITIONAL INSURED – OWNERS, LESSEES OR CONTRACTORS
– SCHEDULED PERSON OR ORGANIZATION

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

SCHEDULE

| <u>Name Of Additional Insured Person(s) Or Organization(s):</u> | <u>Location(s) Of Covered Operations</u> |
|---|--|
| SUMTER COUNTY BOARD OF COUNTY COMMISSIONERS | |

Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

A. **Section II – Who Is An Insured** is amended to include as an additional insured the person(s) or organization(s) shown in the Schedule, but only with respect to liability arising ~~out of your ongoing operations performed for that insured~~ for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by:

1. Your acts or omissions; or
2. The acts or omissions of those acting on your behalf;

in the performance of your ongoing operations for the additional insured(s) at the location(s) designated above.

B. With respect to the insurance afforded to these additional insureds, the following additional exclusions ~~apply~~ are added:

— 2. Exclusions

This insurance does not apply to "bodily injury" or "property damage" occurring after:

- ~~(1)~~ 1. All work, including materials, parts or equipment furnished in connection with such work, on the project (other than service, maintenance or repairs) to be performed by or on behalf of the additional insured(s) at the site location of the covered operations has been completed; or
- ~~(2)~~ 2. That portion of "your work" out of which the injury or damage arises has been put to its intended use by any person or organization other than another contractor or subcontractor engaged in performing operations for a principal as a part of the same project.

2010 FOR PROFIT CORPORATION ANNUAL REPORT

**FILED
May 11, 2010
Secretary of State**

DOCUMENT# P06000013834

Entity Name: SMITH & SMITH REALTY, INC.

Current Principal Place of Business:

New Principal Place of Business:

206 N MAIN STREET
WILDWOOD, FL 34785

Current Mailing Address:

New Mailing Address:

P.O. BOX 82
OXFORD, FL 34484

FEI Number: 20-4539281

FEI Number Applied For ()

FEI Number Not Applicable ()

Certificate of Status Desired ()

Name and Address of Current Registered Agent:

Name and Address of New Registered Agent:

SMITH, DANIEL W
3080 SE 29TH BLVD
SUMTERVILLE, FL 33585 US

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE:

Electronic Signature of Registered Agent

Date

In accordance with s. 607.193(2)(b), F.S., the corporation did not receive the prior notice.
Election Campaign Financing Trust Fund Contribution ().

OFFICERS AND DIRECTORS:

Title: P
Name: SMITH, BILLIE F
Address: 3080 SE 29TH BLVD
City-St-Zip: SUMTERVILLE, FL 33585

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am an officer or director of the corporation or the receiver or trustee empowered to execute this report as required by Chapter 607, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: BILLIE FAYE SMITH

PRES

05/11/2010

Electronic Signature of Signing Officer or Director

Date



11-29-2010

Sumter BOCC

RE: Worker's Compensation

We have applied for Worker's Compensation Insurance and will bind coverage when we are awarded contract.

Thank you for your consideration.

A handwritten signature in purple ink, appearing to read "Danny Smith". The signature is fluid and cursive, with a large initial "D" and "S".

Danny Smith, ALC, CCIM
Exit Vision Realty
www.ccimLand.com